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The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

CPC Salary Survey

REGIONAL Interim Report No. 2, March 1985

SOUTHERN REGION (SCPA)

Alabama A & M University
Auburn University
Clemson University
Duke University
Duke University - Fuqua School of Business
Florida A & M University
Georgia Institute of Technology
University of Georgia
Jackson State University
University of Kentucky
Mary Washington College
Memphis State University
Mississippi State University
University of Mississippi
North Carolina A & T State University
University of North Carolina - Chapel Hill
University of North Carolina - Greensboro
University of South Florida
Tennessee State University
University of Tennessee - Knoxville
Tulane University
Vanderbilt University
Vanderbilt University - Owen Graduate School of Management
Virginia Polytechnic Institute and State University
University of Virginia
University of Virginia - Colgate Darden Graduate School of Business
Wake Forest University
Wake Forest University - Babcock Graduate School of Management

The 187 placement offices at the 163 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Southern region.

The data are based on salary offers made to students graduating between September 1, 1984, and August 31, 1985. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (February 2 through March 1) and cumulatively (September 1 through March 1). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

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(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/2/85 THROUGH 3/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 3/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	68	846	$1680	$1693	$1983	$1671	$1400	316	3269	$1640	$1676	$1867	$1666	$1333
Business—General (incl. Mgmt.)	31	308	1573	1626	1841	1542	1333	84	1081	1533	1593	2000	1500	1161
Marketing & Distribution	10	112	1563	1539	*	*	*	42	583	1567	1533	1958	1583	1208
HUMANITIES & SOCIAL SCIENCES														
Humanities	8	57	1390	1544	*	*	*	30	246	1260	1388	1783	1238	833
Economics[2]	13	49	1654	1839	*	*	*	23	130	1525	1609	1935	1500	1000
Other Social Sciences	9	77	1362	1475	*	*	*	32	314	1313	1381	1667	1307	900
ENGINEERING														
Aeronautical	8	76	2235	2228	*	*	*	13	192	2070	2204	*	*	*
Chemical	38	284	2387	2402	2500	2425	2260	72	724	2370	2374	2500	2425	2200
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	13	97	2035	2051	*	*	*	31	395	1973	1968	2375	1916	1559
Electrical (incl. Computer Engrg.)	87	1094	2306	2297	2524	2345	2125	243	3416	2182	2258	2445	2250	1794
Geological	+	10	+	2118				+	28	+	2243			
Industrial	11	133	2148	2214	*	*	*	38	435	2103	2174	2417	2076	1865
Mechanical	42	574	2234	2273	2510	2257	1900	163	1873	2122	2240	2425	2192	1906
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	2	29	2085	2330	*	*	*	7	96	1836	2278	*	*	*
Mining	+	4	+	2042				+	15	+	2085			
Nuclear (incl. Engrg. Physics)	+	9	+	2357				3	36	1891	2264	*	*	*
Petroleum	+	24	+	2537				+	186	+	2660			
Engineering Technology	3	62	2152	2130	*	*	*	30	289	2084	2136	2417	2086	1708
SCIENCES														
Agricultural Sciences	+	21	+	1431				3	83	1601	1437	*	*	*
Biological Sciences	1	8	1417	1311	*	*	*	4	40	1200	1435	*	*	*
Chemistry	1	22	1966	1757	*	*	*	4	38	1464	1813	*	*	*
Computer Science	32	353	1910	2073	2178	1934	1486	99	1250	1910	2051	2262	1973	1350
Health (Medical) Professions	1	15	516	1564	*	*	*	1	91	516	1819	*	*	*
Mathematics	16	45	1739	1984	*	*	*	17	99	1754	1990	*	*	*
Other Physical & Earth Sciences	2	23	1692	1861	*	*	*	7	66	1360	1824	*	*	*
Totals	396	4332						1262	14995					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/2/85 THROUGH 3/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 3/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	72	923	$1681	$1706	$1958	$1675	$1417	327	3416	$1637	$1681	$1863	$1666	$1333
Business Administration	17	155	1644	1620	*	*	*	45	656	1535	1569	2042	1583	1000
Communications	1	23	833	2051	*	*	*	9	133	1188	1439	*	*	*
Community & Service Orgs. Work	2	20	1230	1316	*	*	*	16	61	1151	1370	*	*	*
EDP-Programming/Systems	45	413	1850	2079	2178	1917	1458	113	1393	1902	2066	2250	1958	1458
Engineering	186	2212	2280	2289	2500	2344	1931	547	7157	2161	2253	2458	2250	1708
Farm & Natural Resources Mgmt.	+	7	+	1490				+	37	+	1443			
Finance & Economics	4	64	1449	1677	*	*	*	15	271	1515	1628	*	*	*
Health (Medical) Services	1	17	516	1426	*	*	*	3	108	927	1730	*	*	*
Manufacturing &/or Industrial Oprs.	9	73	2314	2056	*	*	*	27	218	2049	2052	2417	2166	1333
Mathematics/Statistics	8	19	1873	1949	*	*	*	9	59	1798	1959	*	*	*
Merchandising/Sales Promotion	8	112	1537	1448	*	*	*	34	530	1335	1431	1667	1375	900
Personnel/Employee Relations	2	41	1459	1921	*	*	*	4	75	1487	1772	*	*	*
Research—Non-Scientific	3	19	2156	1960	*	*	*	5	55	2068	1887	*	*	*
Research—Scientific	5	54	1884	1921	*	*	*	14	160	1960	1944	*	*	*
Rotational Training—Non-Technical	13	44	1326	1469	*	*	*	30	128	1403	1471	1750	1333	1042
Rotational Training—Technical	+	25	+	2069				5	51	1808	2029	*	*	*
Sales—Non-Technical Degree	18	99	1622	1638	*	*	*	49	432	1601	1575	2000	1583	1333
Sales—Technical/Scientific Degree	2	11	2150	2128	*	*	*	10	55	2158	2141	*	*	*
Totals	396	4332						1262	14995					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates
Inexperienced
(One Year Or Less Of Full-Time, Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 2/2/85 THROUGH 3/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 3/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	16	70	$1974	$2111	*	*	*	34	311	$1931	$2048	$2083	$1917	$1792
MBA (Non-Technical Undergraduate)	58	122	2313	2276	$2958	$2333	$1667	82	357	2240	2135	2792	2254	1791
MBA (Technical Undergraduate)	16	21	2272	2341	*	*	*	26	78	2355	2447	2850	2250	2000
MS-Business (incl. Mgmt., Mktg., Finance, etc.)	+	10	+	2600				+	52	+	2271			
Industrial Mgmt. (incl. Industrial Admin.)	+	4	+	2266				+	16	+	2314			
Administration (incl. Public, Hospital, etc.)	+	3	+	2357				5	17	2066	2280	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	1	6	1333	1683	*	*	*	1	29	1333	1519	*	*	*
Social Sciences	+	13	+	2015				+	50	+	1713			
ENGINEERING														
Chemical	1	29	2917	2635	*	*	*	3	63	2686	2541	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	1	12	2314	2486	*	*	*	4	92	2351	2343	*	*	*
Electrical (incl. Computer Engrg.)	5	111	2587	2746	*	*	*	10	363	2532	2716	*	*	*
Industrial	1	9	3000	2689	*	*	*	5	34	2588	2420	*	*	*
Mechanical	3	62	2710	2630	*	*	*	8	181	2296	2569	*	*	*
Nuclear (incl. Engrg. Physics)	+	3	+	2386				+	12	+	2561			
SCIENCES														
Chemistry	+	1	+	2333				1	10	1917	1930	*	*	*
Computer Science	4	35	2335	2637	*	*	*	11	152	2482	2493	*	*	*
Geology & Related Geological Sciences	+	16	+	2705				1	71	2730	2578	*	*	*
Mathematics	+	5	+	2282				+	12	+	2443			
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	+	1	+	2666				1	17	2333	2569	*	*	*
Totals	106	533						192	1917					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

GRADUATE PROGRAM	INTERIM PERIOD 2/2/85 THROUGH 3/1/85							CUMULATIVE PERIOD 9/1/84 THROUGH 3/1/85						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	10	28	$2583	$2498	*	*	*	14	65	$2448	$2424	*	*	*
MBA - Tech Undergraduate	3	4	2945	3042	*	*	*	4	12	2938	2667	*	*	*
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	10	29	2804	2759	*	*	*	15	54	2650	2639	*	*	*
MBA - Tech Undergraduate	4	8	2646	3092	*	*	*	4	11	2646	2968	*	*	*
Over 4 years														
MBA - Non-Tech Undergraduate	6	19	2618	2686	*	*	*	6	51	2618	2599	*	*	*
MBA - Tech Undergraduate	2	6	2979	2837	*	*	*	3	16	2875	2727	*	*	*
Totals	35	94						46	209					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	+	14	+	$3436				1	52	$3367	$3368	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	+	+	+				+	7	+	2471			
Electrical (incl. Computer Engrg.)	+	12	+	3379				1	37	3758	3390	*	*	*
Mechanical	+	7	+	3215				+	23	+	3071			
SCIENCES														
Chemistry	2	10	$3108	3043	*	*	*	3	63	3085	2882	*	*	*
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	+	2	+	2709				+	8	+	2583			
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	+	3	+	3406				+	15	+	3168			
Physics	+	4	+	2752				+	20	+	3019			
Totals	2	52						5	225					

[1] Years of previous full-time, non-military employment.
[2] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

1985 SCPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 SCPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1695 1958 1458	53	1542	3			2101	1				
BUSINESS - GENERAL	1604	2	1525	14	1333	3	1416	1			1712	2
MARKETING/DISTRIBUTN					1425	5	1500	1	2005	1		
HUMANITIES					1167	3						
ECONOMICS	1699	3	1797	2	1328	3	1755	2				
OTHR SOCIAL SCIENCES			883	1	1302	5						

1985 SCPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 SCPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
AERONAUTICAL				2278 7		
CHEMICAL				2350 1		
CIVIL -CNSTR/SAN/TRP						1792 2
ELECTRICAL -COMPTR				2347 52 2560 2180	2298 1	2620 1
GEOLOGICAL						
INDUSTRIAL				2175 2		
MECHANICAL				2262 10		
METALLURGICAL						
MINING						
NUCLEAR -ENGRG PHYS						
PETROLEUM -NATL GAS						
ENGINEERING TECH				1708 1		

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MARCH 1985 SCPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO,MECH-EQPT		BLDG MATERIAL	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES					1417	1						
CHEMISTRY												
COMPUTER SCIENCE	1833	7	1733	5	1750	3	2167	3			1950	1
HEALTH (MED) PROFSNS												
MATHEMATICS	1750	1	1804	9	1583	3	2167	1				
OTHR PHYSCL/EARTH SCI							2184	1				

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AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 SCPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
ACCOUNTING	1403	3	2010	1	1917	1					1807	3
BUSINESS - GENERAL					1981	2	1527	3			1720	2
MARKETING/DISTRIBUTN					1627	2						
HUMANITIES	1950	1										
ECONOMICS	1833	2			1647	1						
OTHR SOCIAL SCIENCES	1950	1			1667	1						

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AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 SCPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL												
CHEMICAL	2441	19					2388	6			2389	9
CIVIL -CNSTR/SAN/TRP			2375	1							2393	3
ELECTRICAL -COMPTR	2345	1	2247	5			2451	4	2425	1	2320	10
GEOLOGICAL												
INDUSTRIAL	2260	1	2150	1			2377	2			1900	2
MECHANICAL	2401	7	2310	2			2425	2	2407	4	2472	4
METALLURGICAL	2270	1									1900	1
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH							2375	2				

1985 SCPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 SCPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES												
CHEMISTRY	1966	1										
COMPUTER SCIENCE					2334	2	1750	1			2333	1
HEALTH (MED) PROFSNS												
MATHEMATICS												
OTHR PHYSCL/EARTH SCI												

1985 SCPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 SCPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
ACCOUNTING							1450	2			1250	1
BUSINESS - GENERAL					1708	1					1667	1
MARKETING/DISTRIBUTN					1750	1						
HUMANITIES					2167	1			1230	2	1042	1
ECONOMICS												
OTHR SOCIAL SCIENCES									1253	1		

1985 SCPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 SCPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AERONAUTICAL							1931	1				
CHEMICAL					2230	2			1666	1		
CIVIL -CNSTR/SAN/TRP	1916	1			2208	3	1539	2	1661	1		
ELECTRICAL -COMPTR	1950	1	2371	1	2248	2	1983	8				
GEOLOGICAL												
INDUSTRIAL	2708	1					1805	2				
MECHANICAL					2199	3	1883	10				
METALLURGICAL												
MINING												
NUCLEAR -ENGRG PH/S												
PETROLEUM -NATL GAS												
ENGINEERING TECH												

1985 SCPA INTERIM REPORT NUMBER 1
AVERAGE MONTHLY SALARY OFFERS
BY CURRICULUM & EMPLOYER

MARCH 1985 SCPA REGIONAL INTERIM REPORT NUMBER 1

INTERIM PERIOD 02/02/85 THROUGH 03/01/85

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
AGRICULTURL SCIENCES						
BIOLOGICAL SCIENCES						
CHEMISTRY						
COMPUTER SCIENCE			2105 2	1878 6	1704 1	
HEALTH (MED) PROFSNS						316 1
MATHEMATICS				1460 2		
OTHR PHYSCL/EARTH SCI				1200 1		

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 02/02/85 THROUGH 03/01/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MARCH 1985 SCPA REGIONAL INTERIM REPORT NUMBER 1

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO,MECH-EQPT		BLDG MATERIAL	
MBA - NON-TECHNICAL	2203	17	2381 2677 2250	22	1667	1	2394	5				
MBA - TECHNICAL	2092	9	2250	1			2437	4				

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 02/02/85 THROUGH 03/01/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MARCH 1985 SCPA REGIONAL INTERIM REPORT NUMBER 1

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
MBA - NON-TECHNICAL	2552	4			2958	1	2083	1				
MBA - TECHNICAL	2567	1					2958	1				

BY TECHNICAL/NON TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 02/02/85 THROUGH 03/01/85

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MARCH 1985 SCPA REGIONAL INTERIM REPORT NUMBER 1

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
MBA - NON-TECHNICAL	3147	3					1667	2	1335	2		
MBA - TECHNICAL												